RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 6, 1998

RJR Account #335710
Mr. J. Weisberg
KINGSTON TOBACCO

JUNE: DORAL B1G1F / PROMOTION #800432

Dear Joe:

DORAL B1G1F ***pre-sleeved*** product (6M) has been ordered (see quantities listed below), as well as **60** skus of B1G1F Displays (Item #541865) to pack and ship this promotion to your participating retail accounts.

DORAL BRAND STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F
Men Lt 100	12300-25365	**2**
Ult Light 100	12300-25363	**2**
Lt Box 100	12300-25370	**2**
FF Box 100	12300-25369	**2**

DISPLAY DETAIL (#541865)
EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.
EACH WHITE CARTON CONTAINS 5 PRE-SLEEVED B1G1F DEALS
EACH DISPLAY CONTAINS 4 WHITE CARTONS OR '20 B1G1F OFFERS'.

Product / Display Arrival:	**May 18, 1998**
Ship Date to Retail:	**Week of: June 8, 1998**
SKU CUBE:	**0.4955**
SKU WT (w/o Product):	**1.1000 lbs**
Retail Sales Offer per Sku:	**20 Offers**
Billing per Sku:	**2 Savings Cartons**
EFT $ Amount:	**$569.16**

PARTNERS 'BONUS' REPORTING DESCRIPTION	'DOR JUN B1G1F'

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PROMOTION DESCRIPTION: SEE ENCLOSED *'WHOLESALER PACKING INSTRUCTIONS'*. UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS **PRE-SLEEVED,** IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. *(A 'RETAILER PROMOTIONAL PACKING EXPLANATION SHEET' IS INCLUDED IN EACH DISPLAY).* SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER LIST.*

DISPLAY LOAD:
*4 CARTONS; ONE CARTON EACH STYLE:
DORAL MEN LT 100 / ULT LT 100 / LT BOX 100 / FF BOX 100

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $4.90 per **promoted 6M** case for all displays packed and shipped to retail on a timely basis. This equates to **$39.20 (8 (6M) case(s) @ $4.90)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: 162305
L. E. MacWilliams

Enclosures:
- Customer List
- Wholesaler Packing Instructions
- Promotion Flyer

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WHOLESALER : 335710 KINGSTON CANDY & TOB. CO. <DIRECT>
TEMPLATE : 800432 80600 DOR JUN B1G1F
TEMPLATE SEQ : 0910
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162210		178349	CHEESE N THINGS	ROUTE 28	PINE HILL	NY	12465	1				(914)254-4753
162303	162322	649931	UNITED QUIK STOPS	1229 WESTERN AVE.	ALBANY	NY	12203	1				(518)482-5738
162303	162324	703580	UNITED QUIK STOP IN	52 FULLER RD	ALBANY	NY	12205	3				(518)459-7667
162305	162327	178359	M T MARKET	183 SMITH AVE	KINGSTON	NY	12401	1				(914)331-4736
162305	162327	178388	JACKS STATIONERY	744 BROADWAY	KINGSTON	NY	12401	1				(914)338-6577
162305	162327	212606	MALL MOBIL SERVICE	1146 ULSTER AVE	KINGSTON	NY	12401	1				(914)336-2707
162305	162327	287612	GETTY MART	333 WASHINGTON AV	KINGSTON	NY	12401	1				(914)331-9013
162305	162327	486928	BROADWAY GROCERS	702 AB BROADWAY	KINGSTON	NY	12401	5			963645	(914)338-7275
162305	162326	620309	LAKE KATRINE GETTY	1738 ULSTER AVE	LAKE KATRINE	NY	12449	1				(914)336-7783
162305	162327	650654	ULSTER DELI & GROC.	688 BROADWAY	KINGSTON	NY	12401	1				(914)339-1597
162305	162327	655489	KINGSTON DELI	630 BROADWAY	KINGSTON	NY	12401	2				(914)339-0993
162305	162327	681154	BROTHER CONVENIENCE	675 BROADWAY	KINGSTON	NY	12401	1				(914)339-8356
162305	162328	701715	PILARY, INC.	895 ALBANY	KINGSTON	NY	12401	1		0362-0102		(914)338-1399
162305	162327	714699	LANDMART	327 BROADWAY	KINGSTON	NY	12401	2				(914)338-8330
162305	162328	735486	CITGO CALDOR	1335 ULSTER AVE	KINGSTON	NY	12401	1				(914)336-7311
162305	162327	743277	DAIRY KING	353 FOXHALL AVE	KINGSTON	NY	12401	1				(914)338-9121
162305	162326	747519	SAVGERTIES MOBIL	333 ROUTE 212	SAUGERTIES	NY	12477	1				(914)247-9138
162305	162326	750662	LEMA PETROLEUM	ROUTE 32 BOX 124	FREEHOLD	NY	12431	1				(518)634-2625
162305	162326	759763	M & B BEVERAGE INC.	ROUTE 9W	SAUGERTIES	NY	12477	1				(914)246-7377
162305	162326	762542	AERO STAR INC.	3 MOUNT AIRY RD	SAUGERTIES	NY	12477	1				(914)246-3121
162305	162327	764445	HARRY, INC.	85 MURRAY ST	KINGSTON	NY	12401	1				(914)338-0186
162305	162326	764455	LAWYERS GENERAL	STORE, INC.	EAST DURHAM	NY	12423	1				(518)634-2546
162305	162326	769978	SITARA PETROLEUM, IN	3112 ROUTE 9W	SAUGERTIES	NY	12477	1				(914)247-9312
162305	162328	770168	HOBO DELI	ROUTE 28W	KINGSTON	NY	12401	1				(914)339-3452
162305	162327	790641	LUCKY PETROLEUM	384 FOXHALL AVE	KINGSTON	NY	12401	1				(914)331-9696
162306	162327	651694	CITGO STONE RIDGE	3492 MAIN ST.	STONE RIDGE	NY	12484	1				(914)687-0339
162306		702856	SHABBIR PETROLEUM I	28 MILL ST	RHINEBECK	NY	12572	1				(914)876-7732
162306	162327	785137	CORNER STORE	RT 209 & LEGGETT	STONE RIDGE	NY	12484	1				(914)687-9141
162308	162328	447555	D & K VIRK LTD.	385 VIOLET AVE	POUGHKEEPSIE	NY	12601	5				(914)485-2942
162308	162329	578947	KAHN FOOD & GIFT	DBA SUNOCO MART	COLD SPRING	NY	10516	1				(914)265-2171
162308	162328	696072	RANA PETROLEUM	RT44&82 RT 1 BOX	SALT POINT	NY	12578	1				(914)677-5746
162308	162328	741928	SUNOCO CONV STORE	365 VIOLET AVE	POUGHKEEPSIE	NY	12601	1				(914)485-5692
162308	162328	742010	PARK DISCOUNT BEV	494 ALBANY POST R	HYDE PARK	NY	12538	1				(914)229-9000
162308	162329	742104	APPLE VALLEY BP	100 FREEDOM PLAIN	POUGHKEEPSIE	NY	12603	1				(914)471-0094
162308	162328	746276	TONY'S CONV. STORE	585 ALBANY POST R	HYDE PARK	NY	12538	1				(914)229-1710
162308	162328	757345	COASTAL GAS & CONV.	254 DUTCHESS TPKE	POUGHKEEPSIE	NY	12603	1				(914)454-4133
162308	162328	770154	GETTY # 58721	617 ALBANY POST R	HYDE PARK	NY	12538	1				(914)229-2614
162308	162328	812400	VIC'S GARAGE, INC.	238 DUTCHESS TPKE	POUGHKEEPSIE	NY	12603	1				(914)473-2020

PAGE BREAK TOTAL ACCOUNTS 38 TOTAL QUANTITY 50

TEMPLATE TOTAL ACCOUNTS 38 TOTAL QUANTITY 50

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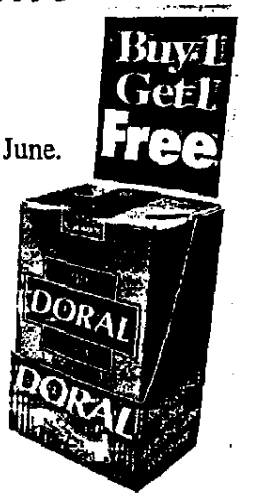
DORAL

Discover Our New Look, The Big American Adventure Sweepstakes, And A Buy1 Get 1 Free Promotion.

June Is Packed with Excitement!

Only Doral could bring such excitement to the month of June. First of all, we're introducing a dynamic new packaging design, as well as a sweepstakes offering your customers a chance to win a chartered tour of six exciting American destinations. Then there's the **Buy 1 Get 1 Free Promotion.**

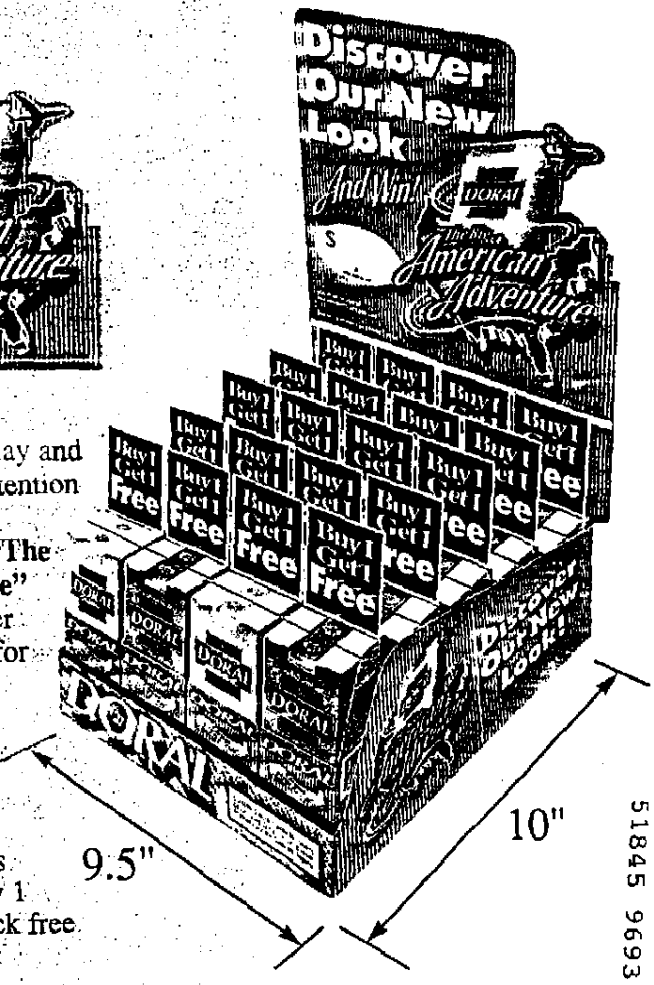
The 2-pack sleeves are pre-packaged in a 20-unit display which can be easily restocked and refilled.



2-Pack Sleeve

POS Card/ Alternate Header

Counter Display



Next, the Counter Display and POS Card work to call attention to your money-saving promotion as well as to **"The Big American Adventure"** Sweepstakes. The Counter Display is small enough for any sales counter.

Details -

- 20 Offers Per SKU
- Special complimentary tear-tape on gratis packs
- Offer to customer - Buy 1 pack of Doral, get 1 pack free

SWEEPSTAKES VOID IN MA, MI, AND VA, AND WHERE PROHIBITED BY LAW.

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WHOLESALER PACKING INSTRUCTIONS

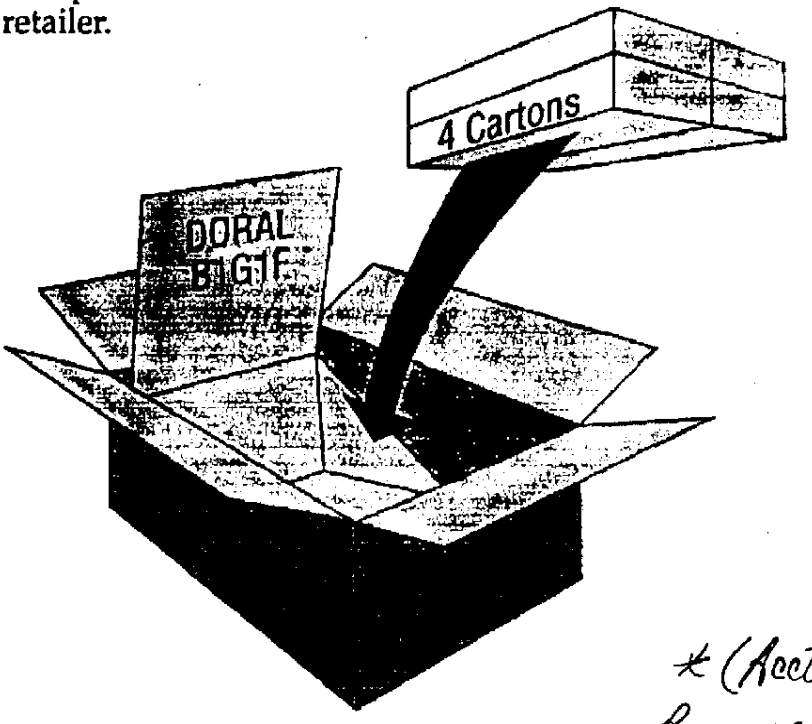
VALUE ADDED PROMOTIONS | 2ND QTR. '98

June DORAL B1G1F

(Buy 1 Pack Get 1 Free)

STEPS

1. Open DORAL B1G1F shipping case.
2. Place 4 cartons of DORAL promotional product into shipping/display case. **Promotional product is in white cartons and is pre-sleeved.**
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



* (Accts w/15 or less) Ensure Band Mix if only 2 styles are shipped

Item: # 541865
Promotion Reporting Description: DOR JUN B1G1F

Brand Style	MEN LT 100	ULT LT 100	FF BOX 100	LT BOX 100		
Number of Cartons	1	1	1	1		

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